

DOCKET SECTION

BEFORE THE
POSTAL RATE COMMISSION

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POSTAL RATE AND FEE CHANGES, 1997

DOCKET NO. R97-1

**ANSWERS OF UNITED PARCEL SERVICE WITNESS
STEPHEN E. SELICK TO INTERROGATORY OF
THE DIRECT MARKETING ASSOCIATION, INC.
(DMA/UPS-T2-6)**

(February 23, 1998)

Pursuant to the Commission's Rules of Practice, United Parcel Service ("UPS") hereby serves and files the responses of UPS witness Stephen E. Sellick to interrogatory DMA/UPS-T2-6 of the Direct Marketing Association, Inc.

Respectfully submitted,



John E. McKeever
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Attorneys for United Parcel Service

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Of Counsel.


**ANSWER OF UNITED PARCEL SERVICE
WITNESS SELICK TO INTERROGATORY OF
THE DIRECT MARKETING ASSOCIATION, INC.**

DMA/UPS-T2-6. Please refer to your response to DMA/UPS-T2-1(a) where you state that "[t]he importance of assumptions which underlie an analysis depends on the impact a change in the assumptions would have on the final results." Have you performed any quantitative or statistical analysis concerning the impact that a change in any one of witness Degen's assumptions (referenced in DMA/UPS-T2-1) would have on the "final results" of Mr. Degen's mail processing cost distributions? If so, please summarize the results of your analysis and provide a copy of any report detailing your analysis.

Response to DMA/UPS-T2-6. No.

DECLARATION

I, Stephen E. Sellick, hereby declare under penalty of perjury that the foregoing answers are true and correct to the best of my knowledge, information, and belief.


Stephen E. Sellick

Dated: February 23, 1998

CERTIFICATE OF SERVICE

I hereby certify that I have this date served the foregoing document in accordance with section 12 of the Commission's Rules of Practice.

John E. McKeever DJE 2/23/98
John E. McKeever

Dated: February 23, 1998
Philadelphia, PA